

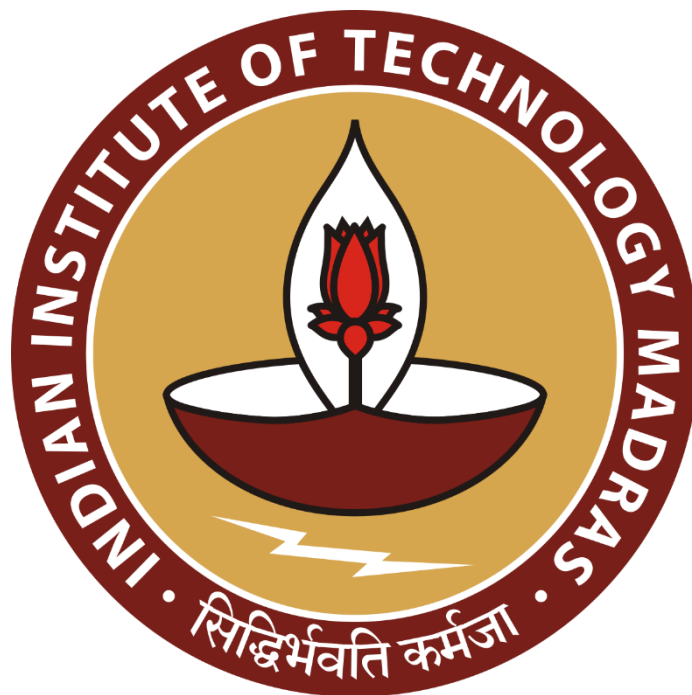
MID-TERM SUBMISSION

ANALYSIS OF “SREE SURIYAN” SILK SAREE MANUFACTURING COMPANY’S DATA

Submitted by

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1.EXECUTIVE SUMMARY:-

SREE SURIYAN is a small-scale manufacturing company. It supplies Pure Silk saris to some of the Businesses. The main purchaser of this company is TITAN company Ltd. So the sales data is mostly based on this purchaser. This company is located in Kumbakonam, Thanjavur, Tamil Nadu.

The analysis of sales, purchase and expense data of the company is made. The main basis of this analysis is to show the company

- ✓ What are monthly trend in sales?
- ✓ What is the profit margin of the business?
- ✓ Which product has the highest demand?
- ✓ Which product has the lowest demand?

The collection and analysis of last year's sales data will give the details of monthly and seasonal distribution of saris. The purchase or expense data of the business is from November 2022 to May 2023. The sales data is from November to June. The study of the sales data will provide us details about profit margin across months. So with these data we can analyze the distribution of saris in different month by using charts. The dyeing charges are also provided by them. There are so many other expenses including Parcel expenses, Saris packing expenses and saris boxes.

2.PROOF OF ORIGINALITY (SOURCE OF DATA):-

The data from SREE SURIYAN are provided by Mr.T.V.SANTHANAM, the Owner of the above business. The proof of providing the data with whole heart for academic project work is given below.

The data provided are in hand-written form. I have entered these details in excel sheet with the help of owner.

The certificate for the source of data provided by the owner of the company is given in the link : <https://drive.google.com/file/d/1CW-1A25yw18f19wiGSX6xS-5qERNAWHN/view?usp=drivesdk>

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SREE SURIYAN
NO. 22, 4TH STREET
BHARATHI NAGAR ,
ELUMICHANGAPALAIYAM
DHARASURAM, KUMBAKONAM - 612702

KUMBAKONAM,
01/07/2023.

TO WHOMSOEVER IT MAY CONCERN,

This is to certify S. DEVADHARSHINI, a student of IIT MADRAS has been provided with required data of our business of few months. These data are provided by me (T.V.SANTHANAM), the Owner of "SREE SURIYAN" and the details in the given data are true to the best of my knowledge.

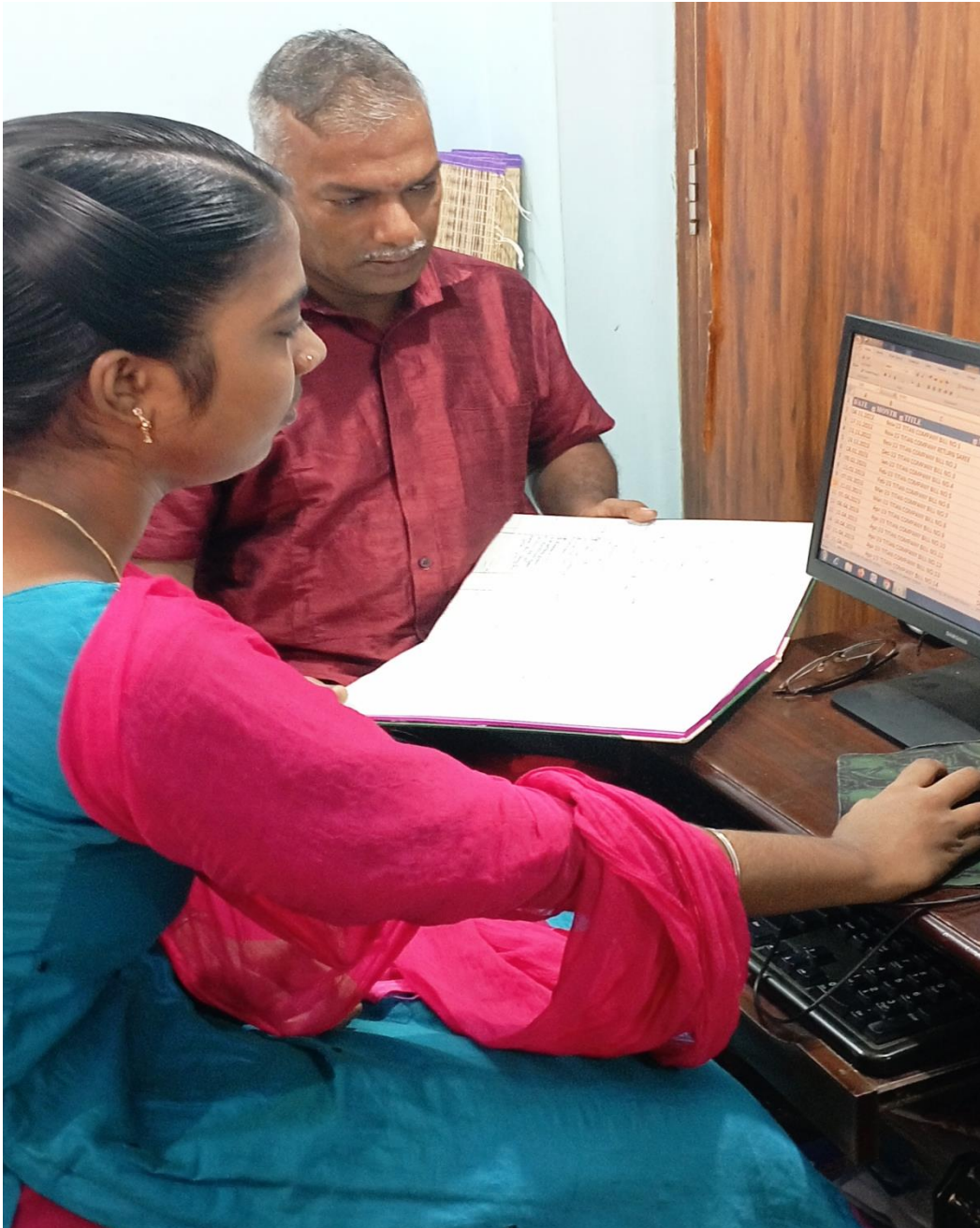
These data are given strictly for academic purpose and particularly for a project work in IIT Madras.


For SREE SURIYAN

ATM.33CKSP65706120
No.22, 4th Street, Bharathi Nagar,
Elumichangapalayam, Dhara suram
Kumbakonam-612702

IMAGES RELATED TO ORGANISATION:

The sample image with the Owner of the organization is given below.



The other pictures are provided in the following link:

1. <https://drive.google.com/file/d/1DKjip3gnwjM9pnDplFwxgh6nNw4pBDEP/view?usp=sharing>
2. <https://drive.google.com/file/d/1CsLMiSjiaFT0qNHjWogj10LE94k7aaw/view?usp=sharing>
3. https://drive.google.com/file/d/1DHcp3yQ9VFEe5jRHt05nq8IG4vlnac_y/view?usp=sharing

The video taken with the owner of the organization is provided in the following google drive link:

https://drive.google.com/file/d/1Drb0pcoz1W5lEuSQy_igi2sOSYpTPH01/view?usp=drivesdk

4.METADATA AND DESCRIPTIVE STATISTICS:-

The Sales data provided by SREE SURIYAN is an Accounts Book and bills based. I have taken the Sales data and some other required data from the above business. I have entered these data in excel sheet for analysis of data.

The Purchase and Expense data provided by them is Bills Based. I have checked the bills for few months and entered them in excel sheets.

The bills are provided in a file which had bills of purchase of Jari, Kora, Weft and Warp.

The bills are also provided for the supply of silk saris for the TITAN Company Ltd.,

The weaver's details and their salary for weaving a saree are also given by them in a small ledger note. So I have added for the months for which I calculated sales.

Expenses made by the business consisted of many such as buying computer, printer to print the bill and etc. So other expenses are added and put into the account.

ACCOUNTS BOOK:

TITAN COMPANY Ltd

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Date	Description	Debit	Credit	Balance
31.3.23	2nd			203805 -
5.4.23	10th 03: 9 2nd 520	51800		255605 -
	51800 + 2590	2590		258195 -
6.4.23	1st Payment NEFT IOB 117488 -			140707 -
	Bill No. 7 112 -			140595 -
	2nd 10th D. Note 10500			130095 -
8.4.23	10th 03: 10 A/G 38600	38600		168695 -
	38600 + 1930	1930		170625 -
28.4.23	1st Payment NEFT			
	Bill No. 8 IOB 75705 -			94290 -
(15.4.23)	on 10th 03: 11	36600		130890 -
	2nd 4) 36600 + 1830	1830		132720 -
(16.4.23)	on 10th 03: 12 560	51600		184320 -
	51600 + 2580	2580		186900 -
(21.4.23)	on 10th 03: 13 2nd 5	51300		238200 -
	51300 + 2565	2565		240765 -
	on 10th 03: 14 2nd 6	58400		299165 -
	58400 + 2920	2920		302085 -
05.05.23	on 10th 03: 15 2nd 78	72100		374185 -
	72100 + 3605	3605		377790 -
08.05.23	1st NEFT Payment.			
	Bill No. 9 54390			323400 -
12.5.23	1st NEFT Payment			
	Bill No. 10 40530 -			282870 -
18.5.23	1st NEFT Payment			
	Bill No. 11 38430 -			244440 -
"	1st NEFT Payment			
	Bill No. 12 42575 -			200865 -
	1st 1st Return 10605 -			190260 -
01.06.23	on 10th 03: 16 2nd 3	31100		221360 -
	31100 + 1555	1555		222915 -
	on 10th 03: 17 2nd 9	84310		307265 -
	84310 + 4218	4218		311483 -
23.5.23	Titan NEFT			
	Bill-13 52865 -			257618 -

The data in Accounts Book contains:

- Date of bill
- Month
- Title of bill
- Amount of Debit
- Amount of Credit
- Balance Amount

The sample of the original data provided by SREE SURIYAN is shown in this file. The link to see the original data provided is

https://drive.google.com/file/d/1CNNqu47ZlaA2yDcSRVxweKv62tdM573F/view?usp=drive_sdk

BILLS:

The bills are provided for dyeing and purchase of raw materials such as Jari, Warp and Weft, Kora. The bills had details about:

- Date of bill
- Bill Number
- Name of the trade
- Weight of the raw materials
- Total amount

One of the sample bill of these bills is given below.

The Google Drive link to see the other bills details is

<https://drive.google.com/file/d/1CP5ISFoaJuOm0oCnBQANVS-JvbcCDEHy/view?usp=sharing>

And [https://drive.google.com/file/d/1CT4-](https://drive.google.com/file/d/1CT4-bBiTYWZ3fYiF0n_4qNAu9hAHwfNt/view?usp=drivesdk)

[bBiTYWZ3fYiF0n_4qNAu9hAHwfNt/view?usp=drivesdk](https://drive.google.com/file/d/1CT4-bBiTYWZ3fYiF0n_4qNAu9hAHwfNt/view?usp=drivesdk) for Raw material data.

Cell 99423 20242
99422 77987
87600 87273

CASH **BILL**
CREDIT

T.A.GANAPATHY JARI TRADERS

* CORA * JARI * SILK SAREES

45, Sundaram Street, Kosapalayam, ARNI - 632 301, Thiruvannamalai Dist.

Prop : T.A.GANAPATHY

NAME _____

ADDRESS

SREE SUREYA N
22, ^{4th} Street - Bharathi Nagar
DHARADURAM - KUMBARKONAM
33CK SP5 67861ZD

DATE : 22-03-2023

INVOICE NO. : 787

GSTIN

[illegible]

Total Invoice Amount in Words :

thirty one thousand one hundred and eighty nine

Bank Details :

Bank Name : CITY UNION BANK, ARNI

Bank Name : CHIT GROUP LTD
A/c No. : 510909010054299

AC NO. CIUB0000252

Bank Name : **AXIS BANK, ARNI**

A/c No. : 917020036152871

IFSC : UTIB00000483

Customer's Signature :

Total Amount Before Tax

CGST	- 2.5%	742.50
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SGST	- 0.5%	:	742	50
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IGST	—	1	
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Total Tax Amount	- 1485	:		
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Total Amount After Tax	:	31,185	00
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Round off			
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Grand Total	31,185.80
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For: **T.A.GANAPATHY JARI TRADERS**

T.A. Hanafiah

Authorized Signatory

E & O E

5.CLEANED DATA:-

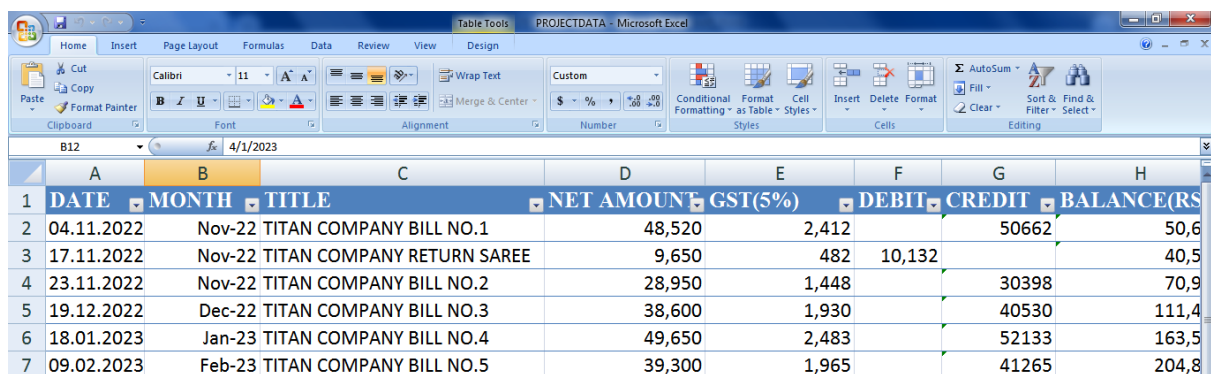
The given data is entered into excel by allocating columns with appropriate titles by the guidance from the owner of the business.

The given data was in another language (tamil) and I have translated it to English language.

It is allocated in eight columns by adding some other columns for GST, net amount and month. The sales data consists of 148 cells of data. Purchase of Raw materials consists of 157 cell count. Expenses data consists of 48 cell count.

After entering the details, the data thoroughly checked. It is filtered month wise from November 2022 to June 2023.

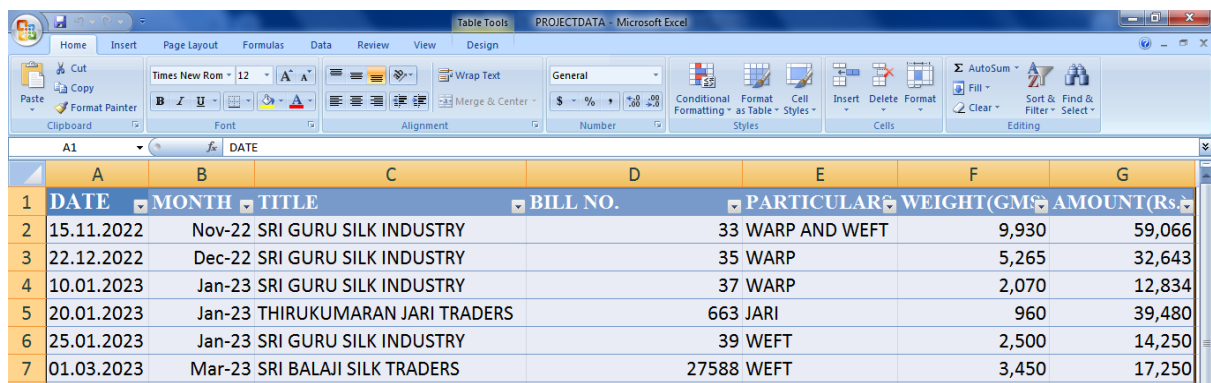
SALES DATA:



	A	B	C	D	E	F	G	H
1	DATE	MONTH	TITLE	NET AMOUNT	GST(5%)	DEBIT	CREDIT	BALANCE(RS)
2	04.11.2022	Nov-22	TITAN COMPANY BILL NO.1	48,520	2,412		50662	50,6
3	17.11.2022	Nov-22	TITAN COMPANY RETURN SAREE	9,650	482	10,132		40,5
4	23.11.2022	Nov-22	TITAN COMPANY BILL NO.2	28,950	1,448		30398	70,9
5	19.12.2022	Dec-22	TITAN COMPANY BILL NO.3	38,600	1,930		40530	111,4
6	18.01.2023	Jan-23	TITAN COMPANY BILL NO.4	49,650	2,483		52133	163,5
7	09.02.2023	Feb-23	TITAN COMPANY BILL NO.5	39,300	1,965		41265	204,8

EXPENSE AND PURCHASE DATA:

The purchase of raw materials such as jari from different traders with amounts are given in the purchase data.



	A	B	C	D	E	F	G
1	DATE	MONTH	TITLE	BILL NO.	PARTICULARS	WEIGHT(GMS)	AMOUNT(Rs.)
2	15.11.2022	Nov-22	SRI GURU SILK INDUSTRY		33 WARP AND WEFT	9,930	59,066
3	22.12.2022	Dec-22	SRI GURU SILK INDUSTRY		35 WARP	5,265	32,643
4	10.01.2023	Jan-23	SRI GURU SILK INDUSTRY		37 WARP	2,070	12,834
5	20.01.2023	Jan-23	THIRUKUMARAN JARI TRADERS		663 JARI	960	39,480
6	25.01.2023	Jan-23	SRI GURU SILK INDUSTRY		39 WEFT	2,500	14,250
7	01.03.2023	Mar-23	SRI BALAJI SILK TRADERS		27588 WEFT	3,450	17,250

The Expense amount used for dyeing is given in the expense data.

	A	B	C	D	E	F	G	H	I	J
1	DATE	MONTH	TITLE	AMOUNT(RS.)						
2	25.05.2022	MAY	VARALAKSHMI DYEING	825						
3	16.06.2022	JUNE	VARALAKSHMI DYEING	250						
4	25.07.2022	JULY	VARALAKSHMI DYEING	1,350						
5	09.11.2022	NOVEMBER	VARALAKSHMI DYEING	1,580						

Please use the below link to see the Cleaned data:

<https://docs.google.com/spreadsheets/d/1Co1-PYtxl2YEZAbJgWkGfEEzU620QCul/edit?usp=sharing&ouid=112116023733103076894&rt=pof=true&sd=true>

6.ANALYSIS OF DATA:-

Details about the analysis tools:-

- ✓ Microsoft Excel Spreadsheet Software: - The data will be given in the Excel Spreadsheet. It will be used to visualize and analyze the sales data. It has some features like tables, pivot tables, and charts will be helpful to do analysis easily.
- ✓ This Software is also used to find the average of the sales and some other analysis of the sales data of the business.

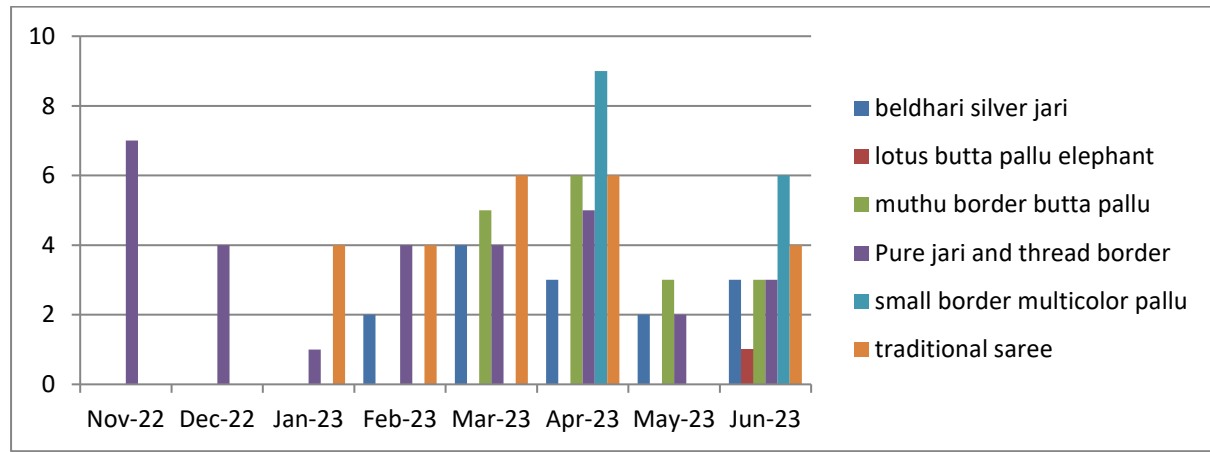
Actions in Analysis of Data:-

- ✓ The types of saris data consisted of mainly three columns (saree type, month and number of saris). With these data, I have created a pivot table and a Bar Chart for analysing the data.
- ✓ The SALES data consisted of nearly eight columns , with these data I have created a pivot table for month and amount of sales. I have created a Bar chart to see monthly trend.
- ✓ Purchase data consisted of seven columns, with these data I have created a pivot table with particulars and total amount of purchase. This shows the raw materials trend.
- ✓ Purchase data is also used to analyse the weight of the raw materials and this shows which raw material is used or bought a lot by the company for the production.

7.RESULTS AND FINDINGS:-

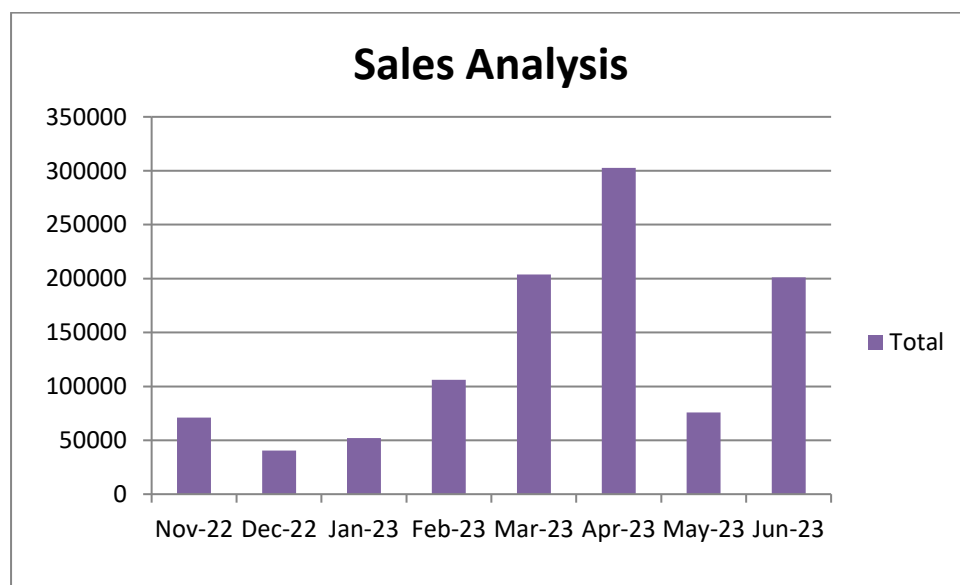
ANALYSIS OF DEMAND OF SARIS:

By analysing the types of saris data, the demand of saris is defined by using a bar chart. With this chart, we can say that pure jari and thread border saree has high demand and lotus butta pallu elephant type saree has a low demand across other saris. It also shows that small border multicolor pallu type saree is highly sold in the month-wise saris' sales in the month april.



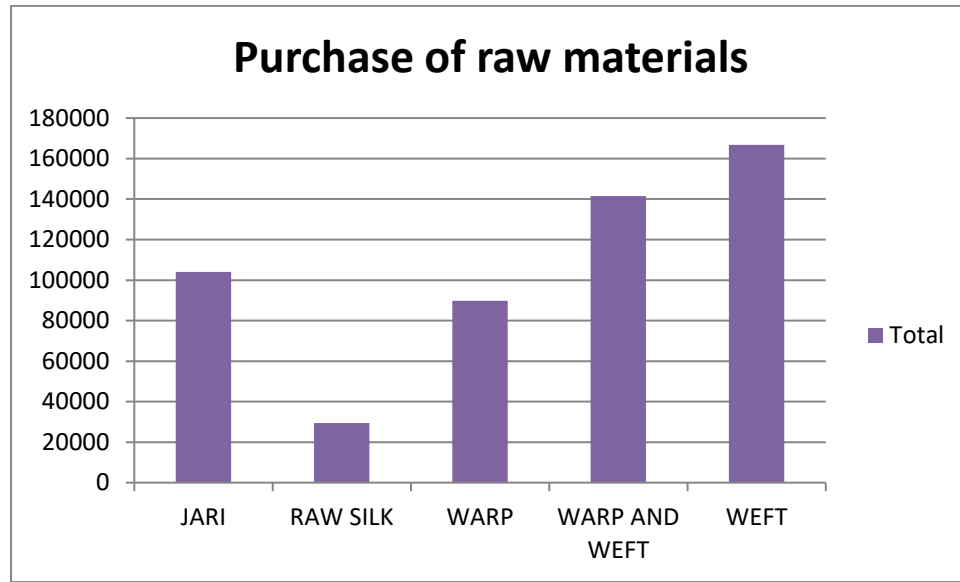
MONTHLY TREND IN SALES:

Monthly trend analysis of Sales Data is shown below by using a bar Chart. It shows that there is high sales in the month of April-2023. There is a low amount of sale during the month of December-2022. Thus this data is used to see the monthly trend of Sales across other months with total amount of sales.



ANALYSIS OF PURCHASE OF RAW MATERIALS:

Analysis of Purchase of Raw materials used for weaving saris is shown below. This clearly shows that WEFT is purchased for a lot of money. And also Raw silk was purchased for a less amount of money. It also shows that the company needs a lot of money to get weft for the business.



ANALYSIS OF WEIGHTS OF RAW MATERIALS:

Analysis of weights of raw materials provide us an idea about which raw material is used a lot for the weaving process of silk saris. Weft is the highest raw material which is bought for nearly 30kgs. And Jari is used only in a small quantity less than 5kgs.

